# Exhibit 36





# STUDENT FINANCE CORPORATION NEWARK, DE

## THIS IS PRIVILEDGED AND CONFIDENTIAL COMMUNICATION BETWEEN **CLIENT AND ATTORNEY**

Mr. Tian Ding

Mr. Robert C. Faix

Mr. Gary Hawthorne

Mr. Chris Huffins

Ms. Pat Kartha

Mr. Frank Martinez

Mr. Perry Turnbull

Mr. Andrew Yao

### Agenda for Meeting with Attorneys

- Purpose of Meeting 1.
  - A. Review general litigation process
  - B. Review specific litigation claims
  - C. Review deposition process
- 2. **General Litigation Process** 
  - A. 3 phases
  - B. Discovery
  - C. Admissibility
  - D. Merits
- 3. NEI v. SFC
  - A. History of NEI-SFC Relationship
    - a. NEI was a client from 1995-1996
    - b. NEI's contract was full recourse
  - B. NEI Claims

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- a. they should have received reserve money
- b. they did not receive reserve money because we serviced loans
- c. they relied upon our misrepresentation that the default rate would be a max. of 10%
- d. we never intended to pay them reserve money because we did not have financing

### C. SFC Defense

- a. NEI did not receive reserve money because NEI loan defaults exceeded reserve funds
- b. SFC has (i) strong servicing procedures, (ii) experienced collectors, and (iii) independent third party audits confirming the quality of our servicing

2

- c. SFC did not make any default rate guarantee and, if NEI thought SFC was guaranteeing a 10% default rate, why did NEI agree to a 35% reserve
- d. SFC clearly has had adequate financing and continues to have adequate financing (e.g., our recent Aaa rating)

#### D. SFC Counter Claims

- a. NEI owes SFC for the amount that defaults exceed reserves -the NEI contract was full recourse to NEI
- b. SFC was damaged because it relied upon NEI's representations regarding the quality of NEI's programs and NEI's high graduation rate

#### 4. **Deposition Process**

- A. Okay to not remember -- the best answer often is no answer
- B. Don't answer unless you know it for a fact better to have no answer than to answer incorrectly (e.g., a trick question regarding bank repurchase obligations)
- C. Don't confuse bank side definitions with school side definitions -- the NEI litigation is primarily concerned with school side transactions (as you know, our different contracts sometimes require us to account for the same transaction in two different manners)
- D. We are the defendants -- anything we say can and will be used against us
- E. NEI has a weak case so they are casting a wide net